

# 2010 PROGRAM GUIDE



DEALER.COM

presents

# Vermont tech jam 3.0

FREE  
ADMISSION  
&  
PRIZE  
GIVEAWAY

#### TECH JAM PARTNERS



#### TECH JAM SUPPORTERS



Friday, Oct. 15  
10 a.m.-5 p.m.

Saturday, Oct. 16  
10 a.m.-3 p.m.

Main Street Landing Performing  
Arts Center, Burlington Waterfront

updates & schedule:  
[vermont3.com](http://vermont3.com)

# DEALER.COM™



#### Career Openings:

Account Managers  
Business Analysts  
Client Solutions Coordinator  
Client Solutions Manager  
Corporate Legal Associate  
Data Analyst  
Digital Marketing Specialist  
Email Administrator  
Graphic Designers  
Java Developers  
Level A Support Analysts  
Project Managers  
QA Testers  
Sales Directors  
SEM & SEO Analysts  
UI Developers  
Various Paid Internships  
Web Developers & Designers

**TOP  
SMALL  
COMPANY  
WORKPLACES  
2010**

#### Find the sweet spot of your career.

At Dealer.com, you'll do inspiring work in an amazing environment and live in one of America's most beautiful cities. Come see what it's like to love your job.

## careers.dealer.com



Presenting Sponsor of the Vermont 3.0 Tech Jam  
Visit the DDC Pod!

## Looking for some good news about Vermont's economy? The Vermont 3.0 Tech Jam is the place to find it.

**T**his year's two-day job fair and tech expo is the biggest yet, featuring more tech and business exhibitors than ever before, many of whom are seeking new employees and paid interns. The Jam's premier speaker, Dealer.com, plans to add 100 jobs in the next two months.

The 45 exhibitors include some of the state's leading employers — IBM, GE Healthcare, Dealer.com, BioTek and Chrome Technology Corp., to name a few. Find lots of smaller boutique firms and start-ups, too, such as Pilestraw, Green Mountain Antibodies, Fossil Line and Greenlee Systems — a small shop in Richford that specializes in developing unmanned vehicles for underwater exploration. Yes, they'll have one on display at their booth.

# WELCOME!

How do these creative ventures get started? Jam participants hear directly from leaders of successful Vermont tech companies. Saturday's **CEO Series** features the top executives of Telcel, FuelNet, AllEarth Renewables, Competitive Computing and iHubhouse Group.

New this year: The Tech Jam opens on Friday with the interactive, only "Tapping Tech Town Hall" featuring the two leading candidates for governor: Republican Brian

Dubie and Democrat Peter Shumlin. On Friday morning, middle and high school students from across Vermont will attend, to learn how they can pursue careers in technology-related fields. If the exhibitor booths aren't enough to inspire them, they can tour **NASA's media, 3-D, interactive exhibit "Exploration Experience,"** parked outside the venue.

On both days, students, faculty and staff from Champlain College's groundbreaking **Emergent Media Center** will demonstrate and talk about some of their internationally acclaimed projects, including "Weekoway," a game designed to fight violence against women that was funded by a grant from the United Nations.

Want to take a walk? "Bird Drive" Birdwatcher will lead three free tours of the new, multi-media **"Voices for the Lake"** exhibit at the ECHO Lake Aquarium and Science Center.

That is the **fourth Vermont 3.0 Tech Jam**! Each of the previous three drew hundreds of job seekers, career changers, students, educators, businesspeople and lawmakers who wanted to discover how to plug into Vermont's growing tech economy. The event is organized by representatives from the Vermont Software Developers' Alliance, the Lake Champlain Regional Chamber of Commerce, the Vermont Department of Labor and Devco Days.

Whether you're seeking a job, changing careers, or just looking for more information, we think you'll find what you're looking for at this year's Tech Jam.



DEALER.COM  
presents

# Vermont 3.0 tech jam

updates & schedule:  
[vermont3.com](http://vermont3.com)

## Don't Just Get Your Mind Around The Latest Technology... **Get Your Hands On It—at Champlain College**

Care Programming, Computer & Digital Forensics, Mobile & Web Application Development, Champlain's Division of Information Technology & Services will prepare you for a world of technology yet to be imagined.

Whether you choose to focus on Software Engineering for Emerging Technologies, Computer Information Technology, Networking & Information Security or one of our other areas of study, you will learn current, career-specific technology by working directly with the latest equipment, software and systems.

By learning how to spot innovative trends and shifts in technology and understand their implications, you will develop the skills and critical-thinking abilities it takes to quickly embrace and productively exploit new technologies as they emerge.



163 South Willard Street, Burlington, Vermont 05401 | (800) 570-5858



## **BE THE SUPER HERO!**

Connect your office to **Fiber-to-the-Premise (FTTP)**, Business-Class Services and harness the power of Burlington's leading **all Fiber-Optic Network**. Fast. Reliable. **Local.**



540-0009  
BurlingtonTelecom.net

**BURLINGTON  
TELECOM**

IN BURLINGTON ★ FOR BURLINGTON

# Vermont 3.0 Schedule

All locations at Main Street Landing Performing Arts Center unless otherwise noted

## Friday | Oct. 15, 10 a.m. - 5 p.m.

**10 a.m.** Exhibitions open to public (3 levels, 5 rooms, 10 a.m. - 5 p.m.)

**NASA exhibit "Exploration Experience"**  
(See page 9 Lower adjacent to ECHO Lake Aquarium, 10 a.m. - 5 p.m.)

**Middle & High School Student Session** (10 a.m. - 3 p.m.)

### Emergent Media Showcase

(See page 7 Champlain College Emergent Media Center, Black Box Theater, Level 3, 10 a.m. - 5 p.m.)

**RITS Demonstration** (Merrill Lynch Lobby, Level 1, 10 a.m. - 5 p.m.)  
Kids in Technology & Science builds computers and a LEGO robot throughout the day

**10:30 a.m.** **Talk: "From Zero to Hero: The Process of Game Development"**  
(See page 7 Champlain College Emergent Media Center, Black Box Theater, Level 3)

**11 a.m.** **Talk: "Challenges of Living in Space: Applications for Earth"**  
(See page 9 NASA presentation, Film House, Level 3)

**Noon** **Linking Learning to Life's Active for Hire® and Men's Warehouse National Sex Drive**  
(See page 12 Union Station at Main Street Landing Performing Arts Center, noon - 4 p.m.)

**Talk: "Challenges of Living in Space: Applications for Earth"**  
(See page 9 NASA presentation, Film House, Level 3)

**1 p.m.** **Talk: "From Zero to Hero: The Process of Game Development"**  
(See page 7 Champlain College Emergent Media Center, Black Box Theater, Level 3)

**Talk: "Challenges of Living in Space: Applications for Earth"**  
(See page 9 NASA presentation, Film House, Level 3)

**3 p.m.** **"Voices for the Lake" Multimedia Exhibit Tour**  
(See page 12 Meet in the Merrill Lynch Lobby, Level 1)

## Saturday | Oct. 16, 10 a.m. - 3 p.m.

**10 a.m.** Exhibitions open to public (3 levels, 5 rooms, 10 a.m. - 3 p.m.)

**NASA exhibit "Exploration Experience"**  
(See page 9 Lower adjacent to ECHO Lake Aquarium, 10 a.m. - 5 p.m.)

### Emergent Media Showcase

(See page 7 Champlain College Emergent Media Center, Black Box Theater, Level 3, 10 a.m. - 3 p.m.)

**CEO Speaker #1: Greg Kelly of Teltek Longhaul, LLC**  
(See page 11 CEO Series, Film House, Level 3)

**10:30 a.m.** **Talk: "Shifting Paradigms: An exploration of the exponential change brought about by technology"**  
(See page 7 Champlain College Emergent Media Center, Black Box Theater, Level 3)

**11 a.m.** **CEO Speaker #2: Brian Albert of BioTek**  
(See page 11 CEO Series, Film House, Level 3)

**Noon** **CEO Speaker #3: David Bitterdorf of AllEarth Renewables**  
(See page 11 CEO Series, Film House, Level 3)

**"Voices for the Lake" Multimedia Exhibit Tour**  
(See page 12 Meet in the Merrill Lynch Lobby, Level 1)

**1 p.m.** **CEO Speaker #4: Carolyn Edwards, Competitive Computing (CC)**  
(See page 11 CEO Series, Film House, Level 3)

**Talk: "Why an MFA in Emergent Media?"**  
(See page 7 Champlain College Emergent Media Center, Black Box Theater, Level 3)

**2 p.m.** **CEO Speaker #5: Greg Brand of Bluehouse Group**  
(See page 11 CEO Series, Film House, Level 3)

**"Voices for the Lake" Multimedia Exhibit Tour**  
(See page 12 Meet in the Merrill Lynch Lobby, Level 1)

**GREEN  
MEANS  
GO!**



Exhibitors with nametags sporting green stickers represent companies that are actively recruiting employees

Lakewise, attendees can apply green stickers to indicate they are looking for a job!

**HIRING!**

**HIRE ME!**

# Exhibitors

- 1 **World Tech Lobby** 2 **Unit 35 Sound Room** 3 **Great Room Atrium Film House Lobby**

## BIOSCIENCE

### BioTek Instruments, Inc. (#4)

Winochi • [www.biotek.com](http://www.biotek.com)

BioTek Instruments, Inc. provides microplate instrumentation and software. BioTek instruments are used to aid in the advancement of life science research, facilitate the drug discovery process and enable cost effective quantification of disease-relevant molecules in the clinic. Focusing only on microplate instrumentation, BioTek offers a comprehensive product line, including automated integrated detection systems for absorbance, fluorescence and chemiluminescence measurements, along with a complete line of automated washers, dispensers and pipetting systems, microplate readers and robots, and data analysis software. The company's slogan, "Get a Better Reaction," promotes great success in the scientific discovery process.

### Chroma Technology Corp. (#2)

Belton Falls • [www.chromat.com](http://www.chromat.com)

Chroma Technology Corp. is an employee-owned company that specializes in the design and manufacture of precision optical filters and coatings, primarily for biomedical research. Since 1981, Chroma's engineers and application scientists have developed solutions for researchers worldwide, learning about their specific needs, applications, and filter requirements in order to provide the greatest accuracy in color separation, optical quality and light purity. Chroma has been selected as Vermont Exporter of the Year, one of the "Top 100 Best Places to Work in Vermont" and among the "Solid's Fastest Growing Companies in Vermont." The company is a member of the Vermont Employee Ownership Center and Vermont Business for Social Responsibility.

### Green Mountain Antibodies (#5)

Farlington • [www.greenmountain.com](http://www.greenmountain.com)

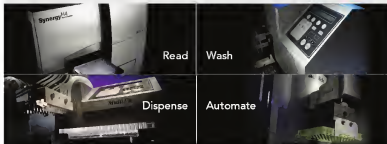
Green Mountain Antibodies is a life science company focused on the production, and use, of antibodies in the research, biotechnology and pharmaceutical industries. Antibodies are large protein molecules produced by the immune system. Their biology, developed in the 1970s by Cecil Milstien and George Köhler in Cambridge, England, allows the production of unlimited amounts of monoclonal antibodies to specific antigen targets. These antibodies are useful in detecting diseases and, in some cases, as therapies for the disease. Green Mountain Antibodies has been recognized worldwide as a leader in the production of monoclonal antibodies since 1986. In addition, the company has a product line of proprietary antibodies to blood proteins, infectious disease and environmental biomarkers. As a science-based technology company, Green Mountain Antibodies is currently seeking experienced management personnel to assist in the next phase of growth.

### MBF Bioscience (#8)

Winochi • [www.mbf-science.com](http://www.mbf-science.com)

MBF Bioscience designs quantitative imaging software for stereology, neuron reconstruction and image analysis. Interoperating with the world's leading microscope systems to empower scientific research, its development team and staff scientists are actively engaged with leading bioscience researchers, constantly working to refine its products. While the company specializes in neuroscience research, its products are also used extensively in lung, kidney, reproduction, cancer, histology and stem cell research. MBF Bioscience has grown into a global business with offices in North America, Europe, Japan and China. The company is also active in Korea, India, Brazil and Turkey, countries that are expanding their biomedical research activities. MBF Bioscience's commitment to innovative products and customer support has gained high praise from distinguished scientists all over the world.

## MICROPLATE INSTRUMENTATION



Our exclusive focus is microplate instrument technology, it's not merely one small division within a large conglomerate. And with nothing to distract us, we're free to design reliable and efficient products, from our state-of-the-art readers to our world renowned washers.



China • France • Germany • India • Singapore • Switzerland • United Kingdom • United States

[www.biotek.com](http://www.biotek.com)

## EDUCATION

## Burlington College 111

bioRxiv preprint doi: <https://doi.org/10.1101/151101>; this version posted May 10, 2017. The copyright holder for this preprint (which was not certified by peer review) is the author/funder, who has granted bioRxiv a license to display the preprint in perpetuity. It is made available under aCC-BY-NC-ND 4.0 International license.

University of Illinois is a progressive, four-year liberal arts college that offers Bachelor degrees, Associate degrees, Professional Certificates, and is an Apple-Certified Institution. It is renowned for Film School, and Fine Arts programs, emphasis both craft and technique. The Digital Arts Curriculum allows students to self-design their program and have access to both the latest digital technologies, and a depth of social sciences. All of its degrees require at least one internship and a senior degree project, emphasizing community engagement and the real-world application of your studies. This college's "win-win" approach and small class sizes foster an environment of personal growth and innovation. Students have the opportunity to support and take their passion in their education.

## Champlain College 124

*Barbarea* = grow, therefore rule

Champlain College, founded in 1876, offers top-flight professional programs consistent with a liberal arts core. Change in undergraduate and graduate degrees and certification in business and technology fields are ranked among the top in the nation. Many of the programs and degrees are also offered online, including web design, information systems, computer and digital forensics, multimedia and graphic design, online business strategies, accounting, paralegal, marketing, game design and architecture and business. Champlain launched its online Executive Management Program and its online MBA in Emergent Digital Media in 2008. Workforce development is a core strength. The college's Workforce Development Center, or prepare for certifications such as Certified Computer Examiner (CCX) or Certified Information Security Systems Professional (CISSP) by A. Nove and World Report's "America's Best Colleges 2013" 181st rank. Champlain College is also ranked in the top 100 of the Best Computer Colleges in the nation and the Best Computer Colleges in the North.

Continued on page 8

## GAME ON!

The Champlain College Emergent Media Center is taking over the **Black Box Theater** for the entire, two-day Tech Jam. After browsing the exhibitor booths, stop by the Black Box to play some of the EMC's Vermont-made video games, and learn more about this cutting-edge Vermont resource.

### Emergent Media Showcase

Friday, OCT. 15, 10 a.M.-5 p.M.; Saturday, OCT. 16, 10 a.M.-3 p.M. ExCEED during Off-Dr. EMC or Open M.Ming

Hosted by the MFA graduate and undergraduate students at Chapman College's Margaret Weiss Center Play electronic games that provide more than entertainment value. "Through Burlington in 3-D with Google Earth, explore the "guns and bolts" of technology. Showcased projects are all created by Chapman College's award students. MFA students and faculty engaged at the Margaret Weiss Center.



### From Zero to hero: the process of game development

Friday 9 CT0800r 15, 10:30-11:15 a. 14 and 1-1:45 p. 16

**Princeton's Champion College Emergent Media Center** student developers led by creative director and project manager Lauren Minikawa. How do you go about creating a game changer? Where do you start? What talents do you need? How does everyone work together? Explore the process of game development with the Champion College students developing "BREAKAWAY"—a game about preventing violence against women, which has been played by young people all over the world.

### Shifting paradigms: an exploration of the exponential change brought about by technology

Saturday, © CTCBB: 16, 18:30-19:30 a. M.

**Presenter:** Ann Dolansky, professor and director Emergent Media Center at Champlain College. Attraction professionals and career changers: How is the Emergent Media Center redefining education to positively impact careers and community? Find out during this presentation about the rapid speed of change in technology and media.

### Why a Master's of Finearts in Emergent Media?

SeTun day, @ CTGEE 16, 1-2 m M

**Invitation:** Panel discussion of current MFA students, led by MFA assistant director and instructor Ken Rowell. BMC graduate candidates reflect on their choice to pursue an MFA and their thoughts about innovation in communication technologies.



**NORTHFIELD  
SAVINGS BANK**  
BOONSB-CASH



# FLYING PIG TALES.

Visit [nsbvt.com](http://nsbvt.com) to watch stories of everyday service and see why  
98% of customers surveyed would recommend  
Northfield Savings Bank.



Free e-books: [www.pearsoncmg.com](http://www.pearsoncmg.com)

100% of the local bank you want + 10% of profits to Vermont community organizations

# Exhibitors

- 1 World Tech Lobby  
2 One-Of Boardroom  
3 Great Room  
A Atrium  
F Fair House Lobby

## EDUCATION

Continued from page 7

### Community College of Vermont (14)

12 locations: statewide and online • [www.ccv.edu](http://www.ccv.edu)

The state's second largest and most affordable college, CCV serves students from high school age to senior citizens at 12 locations statewide and online. CCV offers more than 1000 degrees, including weekend and online courses, as well as 17 associate degree programs, to more than 12,000 students each year. CCV offers the option of taking a single course or enrolling full time. Degree programs offerings of special interest include Computer Assisted Drafting & Design, Computer Systems Management, Multimedia Communications and Network Administration, as well as some related certificate options. An on-line admissions catalog, CCV has a simple, free admissions process that begins with an online application, available at [www.ccv.edu/apply](http://www.ccv.edu/apply). Classes begin in September, January and May, and students

can register for classes several months before hand.

### KITS — Kids in Technology & Science (M1)

[Urlington.com/kitsonline.edu](http://urlington.com/kitsonline.edu)

Have you ever wondered what it's like to be a computer and how these components can meet and talk with each other? Have you ever wanted to know how to put together a robot and program it to do a task for you? If the answer to either question is "yes," visit the KITS — Kids in Technology & Science — website at the Vermont 3.0 Tech Jam on Friday, October 19!

### Marlboro College Graduate School (M1)

[marlboro.com/graduate/marlboro.edu](http://marlboro.com/graduate/marlboro.edu)

Marlboro College Graduate School offers certificate and master's degree programs in open source web development, teaching with technology, and management, as well as a bachelor's completion program in emerging information systems. Programs are taught by practicing professionals in a

hybrid format that combines face-to-face classes with an online component, or wholly online in some cases. As with undergraduate counterparts, academics at Marlboro College Graduate School emphasize clear communication and critical analysis, and offer students the opportunity to apply their coursework to real world challenges.

### The Vermont Business Center, University of Vermont (111)

[urlington.com/vbc/vbc.edu](http://urlington.com/vbc/vbc.edu)

The Vermont Business Center (VBC) at The University of Vermont's School of Business Administration addresses the needs of growing local companies. The VBC offers a Professional Certificate in Leadership and Management, as well as management development seminars focused on business sustainability, innovation and strategy. Additionally, the VBC offers corporate training programs and also helps new businesses access a variety of UVM resources.

## FINANCIAL/BUSINESS MINDS

### Citizens Bank (F1)

[www.citizensbank.com](http://www.citizensbank.com)

Citizens Bank is a division of BGS Citizens, N.A., operating 317 over 300 branch network in Connecticut, Delaware, Massachusetts, New Hampshire, New York, Rhode Island and Vermont. It has 25 branches and 40 ATMs in Vermont. BGS Citizens, N.A. is a subsidiary of Citizens Financial Group, Inc., a \$148 billion commercial bank holding company headquartered in Providence, RI. CIT's two bank subsidiaries are BGS Citizens, N.A. and Citizens Bank of Pennsylvania. They operate a 12-state branch network under the Citizens Bank brand in Connecticut, Delaware, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Vermont, and the Charter One brand in Illinois, Michigan and Ohio. CIT has nonbranch retail and commercial offices in about 40 states. CIT is owned by BGS (The Royal Bank of Scotland Group plc)

# BY ENTREPRENEURS FOR ENTREPRENEURS



Don't forget to visit  
our booth at Vermont 3.0  
this week to learn what  
we're planning next!

Vermont Software Developers Alliance came to be six years ago because of this spirit.

The Green Mountain State is known for its lush countryside, stellar ski slopes and delicious maple syrup. But Vermont is also home to some remarkably innovative technology companies.

Learn how Vermont is more than just dairy farms, Ben & Jerry's and Burton Snowboards at [tappingtech.org](http://tappingtech.org).



**Fleischer Jacobs Group (FJG)**Smith Burlington • [www.fjg.com](http://www.fjg.com)

Established in 1998, Fleischer Jacobs Group (FJG) provides customized benefit plans and asset management services for businesses and individuals. A well-established, Vermont-based employee benefit firm with experienced and credentialed professionals, Fleischer Jacobs Group is comprised of four divisions: employee benefit, insurance, asset management and financial planning. Fleischer Jacobs Group specializes in the design and implementation of employee benefit plans with a mix of products and services that include health savings accounts, medical, dental, life and disability insurance, customized wellness programs. In addition to highly specialized financial, retirement and investment planning services, Fleischer Jacobs Group's clients include several established Vermont businesses, start-up and growing companies, nonprofit organizations, and individual clients.

Continued on page 10

**NASA'S "EXPLORATION EXPERIENCE"**  
BOTH DAYS, LYNN ADJACENT TO CORD LANE AQUARIUM**LIFT OFF!**

National Aeronautics and Space Administration (NASA) is coming to this year's Tech Jam! NASA's mobile interactive exhibit "Exploration Experience" will be parked at the Burlington Waterfront both days during the Jam. Visitors can explore the surface of the moon, touch a moon rock, and learn more about NASA's plans for building a lunar outpost.

On Friday, NASA staffer Athena Joshi, PhD (pictured right) will discuss "Challenges of Living in Space: Applications for Earth," a half-hour presentation describing what it's like to live and work outside the Earth's atmosphere. Presentations start at 11 a.m., noon and 1 p.m. in the Film House.

Joshi is the Chief Technologist of the Advanced Capabilities Division of NASA's Exploration Systems Mission Directorate.

NASA will also have an exhibitor booth at the Jam. Stop by and find out what's new in outer space exploration.



Athena Joshi, PhD

**Find Vermont's best tech jobs all year long.**
**LOCAL**  
**SEVEN DAYS Jobs**

Connecting companies + candidates — 24/7.  
[sevendaysvt.com/jobs](http://sevendaysvt.com/jobs)

**for candidates...**

- The area's largest pool of job listings
- Real local jobs — no dangerous Internet scams
- Search, save, email & RSS functions
- Easy-to-read listings — in print and online

**for recruiters...**

- Live customer service
- Immediate results
- Qualified candidates
- Competitive pricing



To advertise your openings, contact **Michelle Brown:**  
[michelle@sevendaysvt.com](mailto:michelle@sevendaysvt.com)  
 802-865-1020 x21  
[sevendaysvt.com/postmyjob](http://sevendaysvt.com/postmyjob)

# Exhibitors

## FINANCE / BUSINESS MGMT.

Continued from page 9

### The K&A Group (MS)

[www.kandagroup.com](http://www.kandagroup.com)

The K&A Group is in the forefront of customer management, online management and e-business process reengineering. From SEO/SEM support through photo-based customer and warranty support, the K&A Group has been performing inbound and outbound marketing and fulfillment operations through a Verizon. Services based contact center and warehouse. Since 1995, Vermont values in-depth product knowledge and the right attitude in the K&A Group difference.

## GOVERNMENT / NONPROFIT

### Burlington CEDO (MS)

[burlingtoncedo.org](http://burlingtoncedo.org)

The Community and Economic Development Office is a department of the City of Burlington. Its efforts work with the community to foster economic vitality, preserve and enhance neighborhoods, quality of life and the environment, and promote equity and opportunity for all residents of Burlington. Working in partnership with citizens, the public and private sectors and other city departments, CEDO is the energy behind many Green City projects, from refugee cash flow to the revitalization of the Burlington Waterfront. Its activities are funded through federal and state grants and the City of Burlington Housing Trust Fund. CEDO supports economic growth in practical and concrete ways through targeted tax incentives, business loans, a business-calling program, an award-winning Street Business in Burlington guide, a downtown program, funds to help with business planning, loans and permitting and help with lowering energy bills, finding office space, and creating a high-speed telecommunications network.

### Lake Champlain Regional Chamber of Commerce (LRCCC)

[burlington.lakechamplain.org](http://burlington.lakechamplain.org)

The Lake Champlain Regional Chamber of Commerce is the largest non-profit business membership organization in Vermont and has been active for 150 years. The Burlington region has attracted artists and entrepreneurs alike. Vermont's booming economy, commercial activity, rich cultural scene, and ideal physical location between Lake Champlain and the Green Mountains make the

Champlain a melting pot of entrepreneurs and support a healthy environment that makes the Burlington region and Vermont the ideal place to live, work and do business.

### NASA (MS)

[burlington.gov](http://burlington.gov)

Since its inception in 1958, NASA has accomplished many great scientific and technological feats in air and space. NASA technology also has been adapted for many non-space uses by the private sector. NASA retains a leading force in scientific research and in stimulating public interest in aerospace exploration, as well as science and technology in general. Perhaps more importantly, NASA's exploration of space has taught people to know Earth, ourselves and the universe in a new way. While the tremendous technical and scientific accomplishments of NASA demonstrate reality that humans can achieve previously inconceivable feats, our ideas are hampered by the realization that Earth is just a tiny "blue marble" in the cosmos.

### Vermont Biosciences Alliance (FS)

[www.vbiosciences.org](http://www.vbiosciences.org)

The Vermont Biosciences Alliance is building a vibrant network of people from business and research with frequent VBSA events and through active participation in the growth of Vermont's technology and entrepreneurial communities. VBSA's overall goals are to actively support the growth of bio-based research and business ventures in Vermont through innovative events, programs and public policy initiatives, connect Vermont's bio-based people to share ideas, find solutions and develop partnerships through programs and networking events. Strong science and math curricula of Vermont's schools, engaging children and encouraging them to explore careers in scientific businesses and research. Find more information about current VBSA events and other activities, about the benefits of becoming a member and about our next members on the VBSA website.

### Vermont Businesses for Social Responsibility (MS)

[burlington.vbsr.org](http://burlington.vbsr.org)

The Vermont Intern Project through Vermont Businesses for Social Responsibility places students throughout the state of Vermont in paid internships. These opportunities let students explore potential careers, learn socially responsible business practices and gain valuable work experience in graphic design, IT, marketing, social media, public policy and project management, to name a few. Some past

topping companies include: COTA, Digital Ink, Benay Software, M&A Healthgroup, Dealer.com, City Market and Ben & Jerry's. VBSR is a business association with more than 1200 member businesses. Its mission is to advance a business ethic that values multiple bottom lines: economic, social and environmental.

### Vermont Department of Labor Workforce Development Division (MS)

[burlington.vermont.gov](http://burlington.vermont.gov)

The Vermont Department of Labor's primary focus is providing services that assist businesses, workers and job seekers. The VDOT's Workforce Development Division offers a full range of workforce-related services through a network of 12 One-Stop Career Resource Centers. Each one offers a self-help resource room, job matching, registered apprenticeships, a database of education and training resources, statewide and national job listings, labor market and career information, and federal funding's a help with determining for new and incumbent workers.

### Vermont Software Developers' Alliance — vtSDA (FS)

[www.vtsda.org](http://www.vtsda.org)

The Vermont Software Developers' Alliance is a trade association devoted to fostering a healthy software industry in the state of Vermont. Since many technical interest groups already exist, vtSDA focuses more on business interests. It supports and promotes a growing software community in which members can share ideas, expertise and strategies for success. That includes working with local colleges and universities to develop technical curricula.

### Vermont Technology Council (MS)

[burlington.vtcouncil.org](http://burlington.vtcouncil.org)

Since 1982, the Vermont Technology Council has been a catalyst for technology-based economic development, bringing together the high-quality research of Vermont's universities and colleges, the entrepreneurial capacity of Vermont's businesses, and the collaboration and support of state government. Vermont Academy of Science and Engineering (VASE) and the Vermont Center for Emerging Technologies (VETC) are just two examples of the many Technology Council initiatives. In 2010, the Technology Council created an Internship program to match college students with paid summer internships at technology-based companies in Vermont. The goal is to provide students with an opportunity to apply their education on the job, while providing businesses with a workforce that meets their needs. Check the Technology Council's website during the spring semester for more details.

## U.S. Small Business Administration (FS)

[burlington.sba.gov](http://burlington.sba.gov)

The U.S. Small Business Administration provides financial, technical and management assistance to help small businesses start, grow and succeed. Along with its network of partners, SBA can help develop a business plan, assist loans to a small business, identify contracting opportunities to increase sales, make contacts and access resources to strengthen small business.

## GRAPHIC DESIGN / WEB DEVELOPMENT / MARKETING

### Beer Code Inc. (MS)

[www.beercode.net](http://www.beercode.net)

Beer Code is a software development co-op with offices in Burlington and Moscow. The core expertise of the company, which describes itself as "technologically agnostic," is building Web 2.0 websites and applications. Beer Code has built application-driven sites for Springfield, Vt. schools, Supermarket Direct, Dots, Meadowood, Neulogistics, Blue Cross Blue Shield Vt., Racing, Ford, Globalink, REG, and Overseas Vets Foundation, among others.

### Bluehouse Group (FS)

[burlington.bluehousegroup.net](http://burlington.bluehousegroup.net)

Bluehouse Group is a full-service web agency providing website design, Internet marketing and custom development services. Since 1998, Bluehouse has been known for design-driven, clear communication and effective online solutions. Bluehouse helps clients with a wide range of business solutions, including content management systems, social media strategies, custom applications, and search engine marketing. The company's mix of creative talent and technical expertise helps clients navigate the rapidly changing landscape of the web and achieve results.

### Brandthology (FS)

[burlington.brandthology.com](http://burlington.brandthology.com)

Brandthology is a marketing firm with a distinctly Vermont approach, creating highly evolved marketing systems for a wide range of clients interested in embracing change — and the many opportunities that new technology can offer. The Brandthology system looks deeply at the local sets that drive consumer behavior, into points of view and across their insights to drive powerful, integrated marketing campaigns. Brandthology takes the old-school traditional model and mixes it with the new stuff (interactive marketing) creating strategically unified brand-building communications that weave any number of ideas, ideas, branding, planning, research, identity, IT, media, print and collateral, SEO, web development and social media into measurable results.

Continued on page 12

## HOW DID THEY START UP?

Many of Vermont's most successful businesses were launched by individuals with a great idea. Think Ben & Jerry's, Vermont Teddy Bear Company, Green Mountain Coffee Roasters and Simon Pearce. Better yet, listen to what these local CEOs have to say about starting up, and staying put, in Vermont.

sponsored by



### CEO SERIES: ARTSURY, FILM HOUSE, LEVEL 3

10 a.m.

#### Greg Kelly

TELSTAR COMMUN. LLC

Satellite technology executive Greg Kelly is president of Telstar Longhaul LLC, one of the largest fiber-optic entities in Vermont and New Hampshire. Prior to founding Telstar Longhaul, Kelly was CEO at Digiplex.



Martin, which raised \$600 million to launch the Digiplex cable channel. Before that, he was

vice president of product development at Navis Technology. He also co-founded and served as vice president of BAC at CatTV, where he raised \$2 million in venture funds to develop technology connecting a TV viewer to locally related websites using a remote control. He holds the patent for that device.

Kelly founded TelMagix Corporation, which developed wireless keyboards and remote controls for use on PCs. This technology was incorporated into products for WebTV, IBM, and Compaq. At Digiplex, he developed "Sound Impressions," one of the first and best-selling audio recording and editing programs for Windows OS.

Kelly did coursework at Simon's Rock College and American University before joining college to go into business.

11 a.m.

#### Briar Alpert

NEOTEN

Wholesale food tech was founded in 1988 by Dr. Maurice Alpert—a physiologist at the University of Vermont Medical College. His two sons, Bear and Adam, have grown the company into a worldwide leader in the design, manufacture,



and sale of microplate instruments. One and half years, BioTek's maintenance is

used to accelerate the drug discovery process, to advance discovery in genomics and proteomics, and to aid in the advancement of life-science research.

Briar Alpert, who serves as president and CEO, received his BS in Mechanical Engineering from the University of Vermont in 1983. The next year he began his career as a project engineer for Potomac Construction Company. He joined BioTek Instruments in 1986 and held numerous management positions in manufacturing, engineering, operations, marketing and sales before he was promoted to the top job in 2002. In 1993, he earned a Master's in Business Administration from the University of Vermont.

Alpert is a charter member and director of the Vermont Center for Emerging Technologies, a director for the Analytical Life Sciences Association and a full member of the Vermont Academy of Science and Engineering.

Noon

#### David Blittersdorf

RENEWABLES MANAGEMENT

David Blittersdorf founded RESS Systems in 1985, when the wind energy industry was in its infancy, and grew the company into an internationally recognized leader in wind measurement technology, believing that he could do more to help



and have grown a business which focuses on leveraging industry-leading tech-

nologies to create competitive advantage for its clients. Over the past 18 years, RESS has worked with many leading name businesses as well as educational and government institutions, while serving "premier status" partnerships with leading technology vendors such as Microsoft, Dell, VMware, Intertec and EMC. RESS also brings strategic leadership to setting company direction and working directly with clients. Prior to founding RESS, Blittersdorf held leadership roles at Digital Equipment Corporation in IT management and consulting. Edwards has a bachelor's degree from the University of Vermont and has served on the boards of the Vermont Business Roundtable and Greater Burlington Industrial Corporation.

1 p.m.

#### Carolyn Edwards

COMPETITIVE COMPUTING (C2)



Carolyn Edwards is the president and CEO of Competitive Computing, a Vermont-based technology consulting firm specializing in internet business solutions and enterprise technology infrastructure. Edwards and her partner found-



ed and have grown a business which focuses on leveraging industry-leading tech-

nologies to create competitive advantage for its clients. Over the past 18 years, RESS has worked with many leading name businesses as well as educational and government institutions, while serving "premier status" partnerships with leading technology vendors such as Microsoft, Dell, VMware, Intertec and EMC. RESS also brings strategic leadership to setting company direction and working directly with clients. Prior to founding C2, Edwards held leadership roles at Digital Equipment Corporation in IT management and consulting. Edwards has a bachelor's degree from the University of Vermont and has served on the boards of the Vermont Business Roundtable and Greater Burlington Industrial Corporation.

2 p.m.

#### Greg Brand

REINFORCE GROUP



Greg Brand is the force behind Reinforce Group, an interactive agency in Richmond, VT. But since 1998, he has specialized in web design, internet marketing and custom web development. Brand and his team help clients develop successful online



strategies and discover creative ways to meet business objectives using the

web. An advocate for simplicity, clear messaging and clean, uncluttered design, Brand taps his experience in web design. "Because of the fluid and rapidly evolving nature of the medium, and the opportunity to blend creative talent, technical skill, and business expertise in meeting clients' needs," Clients include RSC, Performance Design Build School and Georgetown Credit Union. Brand studied psychology at Hampshire College, business and computer science at UVM. He is a founding member and former board chair of the Vermont Software Developers' Alliance. When he's not at work, Brand enjoys photography, fly fishing and "authentic food."

## WIN AN IPAD!



All registered attendees have a chance to win an iPad from Dominion Tech Computer Services. Be sure to complete our email survey next week!

**DominionTech**  
COMPUTER SERVICES



# Exhibitors

## GRAPHIC DESIGN / WEB DEVELOPMENT / MARKETING

### Found Line (#10)

[foundline.com/founder.com](http://foundline.com/founder.com)

Found Line is a creative firm that provides services in brand identity, packaging design and web development. The Found Line team helps clients develop strategies, tools and communication materials. They do this with a financial devotion to accessibility and an obsession with free/open source software and open standards. Found Line works with many Vermont organizations including Seventh Generation, True Body Products, Central Vermont Community Action Council, CCNY Center for Media & Democracy, The University of Vermont, VSA Arts of Vermont and VPR.

### Propeller Media Works (#87)

[propellermidwork.com](http://propellermidwork.com)

Propeller Media Works is an interactive agency specializing in creative web design, online/social marketing and custom application development. Since 1997, the company's team of experienced strategists, designers and developers has created handsets of successful web projects for client partners that range from rock stars and resorts to B2B and B2C. In Vermont, the list includes Green, Region of America, Vermont Public Radio, Snow Mountain Resort, Brannigan, Ski Vermont and, Snowbird Greenhouse. Services include web, CRM systems and others. Burlington-based Propeller is a member of Vermont Businesses for Social Responsibility.

### Union Street Media (#6)

[unionstreetmedia.com](http://unionstreetmedia.com)

Since 1998, hundreds of NGOs, nonprofits and nonprofit organizations have called upon Union Street Media to develop their website and market them on the Internet. Located in the old Adams School building on S. Union Street in Burlington, the company has more than 20 full-time employees, an amazing office and one heck of a coffee machine. Please stop by our booth to learn more!

- 1 M Merrill Lynch  
Lobby
- 2 C Good 3E
- 3 E Good 3E
- 4 C Good 3E
- 5 C Good 3E
- 6 C Good 3E
- 7 C Good 3E
- 8 C Good 3E
- 9 C Good 3E
- 10 C Good 3E
- 11 C Good 3E
- 12 C Good 3E
- 13 C Good 3E
- 14 C Good 3E
- 15 C Good 3E
- 16 C Good 3E
- 17 C Good 3E
- 18 C Good 3E
- 19 C Good 3E
- 20 C Good 3E
- 21 C Good 3E
- 22 C Good 3E
- 23 C Good 3E
- 24 C Good 3E
- 25 C Good 3E
- 26 C Good 3E
- 27 C Good 3E
- 28 C Good 3E
- 29 C Good 3E
- 30 C Good 3E
- 31 C Good 3E
- 32 C Good 3E
- 33 C Good 3E
- 34 C Good 3E
- 35 C Good 3E
- 36 C Good 3E
- 37 C Good 3E
- 38 C Good 3E
- 39 C Good 3E
- 40 C Good 3E
- 41 C Good 3E
- 42 C Good 3E
- 43 C Good 3E
- 44 C Good 3E
- 45 C Good 3E
- 46 C Good 3E
- 47 C Good 3E
- 48 C Good 3E
- 49 C Good 3E
- 50 C Good 3E
- 51 C Good 3E
- 52 C Good 3E
- 53 C Good 3E
- 54 C Good 3E
- 55 C Good 3E
- 56 C Good 3E
- 57 C Good 3E
- 58 C Good 3E
- 59 C Good 3E
- 60 C Good 3E
- 61 C Good 3E
- 62 C Good 3E
- 63 C Good 3E
- 64 C Good 3E
- 65 C Good 3E
- 66 C Good 3E
- 67 C Good 3E
- 68 C Good 3E
- 69 C Good 3E
- 70 C Good 3E
- 71 C Good 3E
- 72 C Good 3E
- 73 C Good 3E
- 74 C Good 3E
- 75 C Good 3E
- 76 C Good 3E
- 77 C Good 3E
- 78 C Good 3E
- 79 C Good 3E
- 80 C Good 3E
- 81 C Good 3E
- 82 C Good 3E
- 83 C Good 3E
- 84 C Good 3E
- 85 C Good 3E
- 86 C Good 3E
- 87 C Good 3E
- 88 C Good 3E
- 89 C Good 3E
- 90 C Good 3E
- 91 C Good 3E
- 92 C Good 3E
- 93 C Good 3E
- 94 C Good 3E
- 95 C Good 3E
- 96 C Good 3E
- 97 C Good 3E
- 98 C Good 3E
- 99 C Good 3E
- 100 C Good 3E

## GREEN TECH / PRODUCE TS

### AllEarth Renewables (#82)

[allearthrenewables.com](http://allearthrenewables.com)

AllEarth Renewables is focused on the design and manufacture of practical and affordable renewable-energy options for grid-connected homes, businesses and nonprofits. Originally established as Earth Turbine in 2005 by NRG Systems founder David Blomquist, the company's products include the AllSun Tracker — an active-tracking, pole-mounted solar PV array — and a modular-scale wind turbine that is currently in development at 32 test sites around the state. Since 2005, AllEarth Renewables has installed more than 250 AllSun Trackers in Vermont, for customers including The Vermonters Design/Build School, American Flatbread's Wartsell restaurant and the town of Skunkton. It is also one of two solar companies performing installations as part of VPR's new Solar Communities campaign. AllSun Trackers installed to date add up to more than a megawatt of reliable, locally-generated renewable energy — enough to power approximately 200 homes for a year. The 25-employee company is a member of Vermont Businesses for Social Responsibility.

### Seventh Generation (#9)

[www.seventhgeneration.com](http://www.seventhgeneration.com)

Seventh Generation is committed to becoming the world's most trusted brand of authentic, safe and environmentally responsible products for a healthy home. For 20 years, the closely held Burlington, Vermont-based company has been at the forefront of a cultural change in consumer behavior and business ethics. One of the country's first self-declared "socially responsible" companies, its business practices focused on offering people avenues to express their ideas, passion and commitment to causes larger than themselves at every point along its supply chain — from suppliers and partners to shareholders, customers and its own staff. The company stores its name from the Great Line of the 17th century that states, "We owe every child we have, we must consider the impact of our decisions on the next seven generations."

## INNOVATION

### Husky Injection Molding Systems (#68)

[www.husky.com](http://www.husky.com)

Founded in 1953 by Robert Schuch, Husky started as a small machine shop in Trenton, N.J. The company found its niche in specialized molding and quickly developed into a leader in producing innovative, high-speed injection-molding systems for



## JUST TWEET IT!

Planning to come to the Tech Jam?

Find out the most up-to-date info about the event by following #vt3Jam on Twitter. We'll be monitoring attendance, recommending must-see exhibits and uploading pics all day Friday and Saturday. Share your feedback by tweeting to the hashtag #vt3Jam.

## SUIT UP!

It doesn't matter how casual a company's work atmosphere is: job applicants should still dress up for an interview. That's why *Linking Learning to Life* will be distributing new and gently worn interview-ready business wear and accessories during the Tech Jam. Stop by *Union Street* on Friday, October 15, from noon to 4 p.m. to peruse items collected from the Men's Wearhouse Suit Drive and the ATEC for Hire Drive.

## DIVE IN!

Bridget Butler, project manager for *Voices for the Lake*, invites you to visit ECHO to see an innovative exhibit which uses digital storytelling to connect people across the Lake Champlain watershed. Video, audio, photos and text from the community are featured on two 42" touch screen interfaces; stories are geo-tagged using Google Maps, and visitors use a touch screen story capture kiosk to add to the collection right from the floor at ECHO. Visit [voicesfortheLake.org](http://voicesfortheLake.org) for peek at the online interface. Tours leave from the Merrill Lynch Lobby (Level 1) on Friday at 3 p.m. or Saturday at noon and 2 p.m.

## BITS AND BYTES



through containers. Today Husky Injection Molding Systems is one of the world's leading suppliers of injection molding equipment and services to the global plastics industry, designing and manufacturing a broad range of injection molding machines, hot runner systems, molds and integrated systems. The Husky culture is an entrepreneurial, fast-paced and never-ending change. Its employees thrive in a dynamic environment, are driven by challenge and have a passion for excellence. Manufacturing facilities are located in Canada, Luxembourg, China, Brazil and the U.S.

#### IBM (112)

[www.ibm.com](http://www.ibm.com)

When IBM established its Vermont facility in 1977, its first product was a simple electronic switching switch for use in keypunch and recording machines. Today the site, known as IBM Burlington, is a world leader in the development, design and manufacture of semiconductor technology and products. The facility designs and manufactures chips with millions of transistors in a campus comprising more than 3 million square feet on 725 acres. Its semiconductor products are found in equipment that powers the Internet and other communications networks, cell phones, GPS and wireless communications gear, high-definition TVs, web cameras and

recorders, and multifunction printers. The site's cleanroom manufacturing facility operates two 12-hour shifts, around the clock, 365 days a year. Burlington is home to most of IBM's chip designers. IBM Burlington exports more than \$2 billion in finished goods annually and on average the site's employees generate about 10 percent of the company's annual total of U.S. assets.

#### Logic Supply (104)

Scott Burlington • [www.logicsupply.com](http://www.logicsupply.com)

Logic Supply provides special purpose computer hardware and engineering services for a niche market: companies and institutions requiring small, efficient computers and related components. Logic Supply serves Fortune 500 companies, corporate and government and educates customers with intensive system solutions tailored to fit specific project requirements. Logic Supply's team of 35 individuals includes hardware and software engineers, computer technicians, designers and technical sales associates.

#### INFORMATION MANAGEMENT

#### Resource Systems Group (100)

Seaford Burlington is the Alan Stone Liming  
Refining Arts Seaford • [www.rsginc.com](http://www.rsginc.com)

Resource Systems Group is a multi-disciplinary employee-owned firm that provides consulting services for the planning, analysis, and management of transportation, natural resources, technology and education. RSG designs sophisticated applications for collecting, tracking and communicating meaningful, sustained data that companies, organizations and governments at every level can use to make strategic, market, policy and operational decisions. RSG employees thrive on solving problems and have opportunities to work on a variety of projects with multiple responsibilities. The firm's progressive, entrepreneurial and social policies attract and retain professionals who are passionate about green initiatives and are deeply invested in making sound environmental stewardship in both their personal and professional lives. RSG has been recognized as one of the "Best Places to Work in Vermont" for four consecutive years and ranked as one of the "Best Workplaces for Commuters."

#### Standards Technology Group (104)

Jericho • [www.standardsite.com](http://www.standardsite.com)

Standards Technology Group (STG) is dedicated to providing online products and services related to industry standards and specifications. STG's suite of online Web presentation services enables those who use standards to efficiently find, access, manage and understand document content. STG also facilitates the creation and management of complex written materials, our proprietary business technology offers secure Internet publishing and presentation models designed for flexibility and dynamic accessibility. Standards publishes STG to protect the content of their standards documents from unauthorized distribution. In so doing, they receive lost sales from casual distribution of these documents while adding tremendous value for their thousands of members who need standards to accomplish their various business needs. Users come to STG to efficiently locate the specific documents they need, master the material and then rapidly access it as needed all within a Safe Web 2.0 online community.

Continued on page 14

We are proud to support  
the 2010 Vermont 3.0 Tech Jam!

**Citizens Bank®**

GOOD BANKING IS GOOD CITIZENSHIP™

148 College Street, Burlington, Vermont

**MicroStrain®**

Little Sensors. Big Ideas.™

Connecting the physical world to the digital world.™



MicroStrain Inc. is a leader in the development of analog/digital strain sensor systems.

#### Employment Opportunities

MicroStrain is looking for creative web developers, programmers, engineers, and marketing professionals to join our award winning team. These include senior-level, entry-level, and internship positions.

Visit [www.microstrain.com/employment.aspx](http://www.microstrain.com/employment.aspx) for more information.

MicroStrain provides an outstanding benefit package (full health plan, 401(k), 529k) and a 401(k).

Please send your resume to [hr@microstrain.com](mailto:hr@microstrain.com) or fax to 862-863-4099

# Exhibitors

Continued from page 13

## IT SOLUTIONS

### Audio-Video Corp. (E14)

Burlington • [www.audiovideocorp.com](http://www.audiovideocorp.com)

For more than 40 years, New York-based Audio-Video Corporation has successfully gained and supported clients through the establishment and enhancement of their communication technology needs. Audio-Video's seasoned sales and technical personnel possess vast and varied media expertise, offering clients the most effective solutions to complex audio and video challenges. From copyright through completion, Audio-Video ensures that clients receive the quality communication technology they need and service that is second to none. Audio-Video provided the digital storage in the Main Street Landing Performing Arts Center at this year's Vermont 3.0 Tech 3.0.

### ClearBearing, Inc. (R12)

Burlington • [www.clearbearing.com](http://www.clearbearing.com)

ClearBearing, Inc. is an information technology consultancy and hosting service

provider (ISP). Since 1999, ClearBearing has focused on providing computer and network technology guidance, highly reliable network designs, and low cost, stable internet services to clients within and beyond Vermont. ClearBearing is a team of five with decades of experience in network design, user support, project management and ISP technical management under its collective belt. The engineers at ClearBearing strive to bring the best in network computing to businesses, government agencies, educational institutions and nonprofit organizations.

### Competitive Computing — C2 (F6)

Burlington • [www.computer.com](http://www.computer.com)

Competitive Computing, also known as C2, is a Vermont-based technology consulting firm specializing in internal business solutions and enterprise technology infrastructure. C2 works closely with leveraging existing leading technologies to create competitive advantage. Over the past 10 years, C2 has worked with many brand-name businesses as well as educational and govern-

ment institutions, to deliver award-winning solutions while earning prominent status partnerships with vendors such as Microsoft, Dell, VMware, Storware and EMC. Clients include Green Mountain Coffee Roasters, Crane & Co., Grivis, the State of Vermont and Goodrich. C2's growing, local team is nationally recognized, with extensive experience in strategic IT planning, application development, collaboration portals, web content management, multi-channel commerce, email and messaging systems, server virtualization and networking solutions.

### Dominion Tech Computer Services (J1)

Burlington • [www.dominiontech.com](http://www.dominiontech.com)

DominionTech is a family-friendly employee-owned, committed to a "100% Up Time Guarantee" philosophy. DominionTech is proud of serving clients through providing professional IT support without the expense of outsourcing to have an expensive in-house IT department. Services the company offers include networking, cabling, server audits, network analysis, server and wireless connections, data recovery, virus protection and removal, as well as routine maintenance.

## MEDIA

### Vermont Business Magazine (M4)

Burlington • [www.vermontbiz.com](http://www.vermontbiz.com)

Since 1972, Vermont Business Magazine has published the latest and most accurate information and economic data available. Vermont's only statewide business publication, it provides monthly features on subjects such as Vermont's largest companies ranked by sales, Vermont's largest employer, annual media guide, construction and development, high-tech industries, education, transportation, energy and health issues in Vermont, along with the annual Book of Lists and Manufacturers Directory. As an integrated biz/news source, VBM also provides this information in dynamic newsletter and web formats. Sign up for VBM's daily business-focused e-newsletter on the VBM website.

### Vermont Community Access Media (M2)

Burlington • [www.vcmamedia.org](http://www.vcmamedia.org)

Vermont Community Access Media is a nonprofit community media and technology center located in the South End of Burlington. VCMAM's mission is to enrich civil



**TIMING IS EVERYTHING**

**Get the news first**  
WITH VERMONT BUSINESS MAGAZINE

ONLY VERMONT BUSINESS MAGAZINE STOCKS OF INTEREST

**FREE!**

**enewsletter**

**SUBSCRIBE TODAY AT**  
**VERMONTBIZ.COM**

**Biz Competitive**

What's your expertise?

- Web Developer
- Communications Coordinator
- Collaborative Virtual Assistant
- What's your expertise?
- Web Developer
- Architect
- Tech and Team Leader
- Software Engineer
- SharePoint Developer
- Senior Business Analyst
- Project Manager
- Web Development
- Creative Director
- Senior Developer

**Careers**



discount in the Chittenden County region by providing local citizens with access to training and some-of-the-art digital media tools as a means of personal, political and artistic self-expression. VCAIM operates both a public access and a government access cable channel, and we provide equipment and facility rentals and channel time to any VCAIM user for any noncommercial purpose, free of charge.

### Vermont Public Radio (FBI)

Website: [www.vpr.net](http://www.vpr.net)

Like our supporting Vermont Public Radio has been serving the people of Vermont and the surrounding region since 1977.

As Vermont's only statewide public radio network, VPR is a trusted and independent source for news, music, information and much more. For more information about VPR and VPR Classics, a list of frequencies and streaming audio from all of VPR's services, visit the VPR website.

### WCAX-TV (FBI)

Website: [www.wcax.com](http://www.wcax.com)

WCAX-TV got its start as WCAX Radio at the University of Vermont's College of Agriculture. It was used to broadcast information to farmers from its outreach programs, the Extension Service. Hence the CAG (Col-

lege of Agriculture extension) call letters. ACES affiliate, it began its long history on the air on September 7, 1934. Two of the original programs that were broadcast on WCAX then are still on the air today "You Can Qute to Life" a local news and current events program, and Sunday at 11 a.m. and "Across the Fence," the county's longest running local program can be seen week days at 12:10 p.m. Still locally owned and operated, WCAX is proud to be the area's most complete source for local news, on the air, on the web and through mobile apps, for information whenever you need it.

## RECRUITMENT

### JobsInVT (N5)

Website: [www.jobsinvt.com](http://www.jobsinvt.com)

Founded in 2001, jobsInVT.com is the largest job board in Vermont, with more than 100 job postings than any other resource. The company specializes in connecting local employers with qualified local candidates who want to work in Vermont at a lower cost than other recruiting methods. JobsInVT.com is one of the only job boards that does not allow third-party marketing schemes, jobs that require upfront investments, or other opportunities that are not legitimate job seekers can be assured that

all the jobs found on jobsInVT.com are high quality Vermont based jobs.

### Seven Days Jobs (B13)

Website: [classified.sevendays.com](http://classified.sevendays.com)

Vermont's locally owned, independent newsweekly is also the area's best source of listings for good local jobs. Six years ago, the paper partnered with a local software company's best fit to online listings. Classifieds are posted daily — and fully searchable — on the Seven Days website. They're updated live. Seven Days helped establish the Vermont 3.0 Tech Jam as a service to our employment innovators and to showcase the local innovators who contribute to Vermont's creative economy.

### Technical Connection (B11)

Website: [www.techjobs.com](http://www.techjobs.com)

Since 1981, innovative Burlington's Technical Connection has placed computer and engineering professionals in contract and full-time jobs throughout northern New England and across New York. Networking is second nature in a company with 10 local employees, many of whom have longstanding relationships in the regional IT and technical communities. A number of local businesses retain Technical Connection for recruitment purposes, and it is common for

contract employees to segue to full-time work at those client companies.

## ROBOTICS

### Greensea Systems, Inc. (J7)

Website: [www.greensea.com](http://www.greensea.com)

Greensea Systems, Inc. develops command, control and navigation systems for unmanned and robotic platforms. The company has extensive experience in software for unmanned systems including software for launched vehicles, ground systems remote by satellite, work class vehicles, miniature underwater vehicles and deep-sea salvage vehicles. Greensea also offers control system design, development and analysis services for dynamic systems. Its control systems have been used in vehicle navigation, platform stabilization, steering systems, process control and vehicle navigation. Greensea manages and leads the development of the Open Software and Equipment Architecture (OSEA), an open-source system providing software and hardware for both ground vehicles, remote sensor systems, embedded controller units and heterogeneous interfaces.

Continued on page 16

## Have old, broken or obsolete electronics? Load up the car so you can recycle it responsibly for free!

- What: Small Dog Electronics' 4th Annual eWaste Recycling Event
- When: October 23 (Sun Saturday) from 9 am to 3 pm
- Where: 38 Conant Drive, S. Burlington, VT

If you have more than a car load, you must call 802.583.9495 to secure a drop-off time slot (first come, first served).

For more information, including what will be accepted, visit: [SmallDog.com/vteach2010](http://SmallDog.com/vteach2010)



**Small Dog Electronics**  
4000 1st Street  
Burlington, VT 05401

**Whitefield**  
100 Main St  
Whitefield, VT 05771

**Burlington**  
100 Main St  
Burlington, VT 05401

**West Concord**  
100 Main St  
West Concord, MA 01461

**Apple Specialist**  
100 Main St  
Burlington, VT 05401



An early K-6 multicultural learning community with family-centered education where you will find:

- Highly Experienced Faculty
- Competitive & Collaborative Learning
- Active Inquiry & Creative Expression
- Involvement & Supportive Community
- Appreciation of Diversity



Scholastic still has openings for  
**LICENSED EARLY KINDERGARTEN (age 3-5)**  
**KINDERGARTEN-3RD GRADE AFTER-SCHOOL PROGRAM**  
(ages 4 through 12)

Call to schedule a tour: 355-7023

8 Calkins Drive, Jeff Doner Bldg., South Burlington, 802-658-6164

## ARE YOUR WIRES CROSSED?



Spherion can help separate you from the rest. We have an entire team of seasoned engineers dedicated to helping you find great opportunities. From web design to network engineering, no one works harder toward your success than the staffing experts at Spherion.

Call 802-964-9900.

[www.spherion.com](http://www.spherion.com)

**spherion**  
recruiting and staffing solutions

1233 Shelburne Road, Suite 300 | South Burlington, VT | fax 802-862-8995

# Exhibitors

## ROBOTIC IS

Continued from page 35

### MicroStrain (63)

Website: [www.microstrain.com](http://www.microstrain.com)

MicroStrain is a privately held company, founded in 1987, employing over 50 people. It makes tiny sensors used in a wide range of applications, including knee implants, civil structures, structural health monitoring, advanced manufacturing, unmanned military vehicles and automobile engines. The company is a leading manufacturer of inertial measurement systems, micro-displacement transducers, wireless sensing networks and energy harvesting technologies. In September, MicroStrain landed a \$738,000 contract to develop wireless sensors for Army helicopters, and was recognized as one of Vermont's fastest growing companies with a "SAGE Growth Award" from Vermont Business Magazine.

## SOFTWARE DEVELOPMENT

### Allscripts Healthcare Solutions (51)

Scott Burlington • [www.allscripts.com](http://www.allscripts.com)

Allscripts Healthcare Solutions recently merged to form Allscripts Healthcare Solutions, Inc., one of the largest company financials exclusively in health care information technology. With more than 6,000 employees and combined 2009 pre-tax revenue of approximately \$1.2 billion, the company has the industry's largest network of clients as the most advanced product platform, resulting in a single patient record. Allscripts brings to market a complete portfolio of clinical, financial, analytics and connectivity solutions, and a client base of 180,000 physicians, 15,000 hospitals and 10,000 nursing homes, home care agencies and other point-of-care organizations — the largest network in health care. Allscripts is led by CEO Glen Fullmer.

1. Merrill Lynch  
Lobby
2. Lionel  
Reed Room
3. Essex Room  
Recess
4. Polk-Recess Lobby

### CSL Software Solutions (89)

Burlington • [www.cs1.com](http://www.cs1.com)

CSL Software Solutions, Inc. is a dynamic and innovative software company providing many of the world's largest pharmaceutical and biotech companies with cloud-based business analytics and performance coaching solutions. This company's U.S. home office has been based in Burlington since 2006, and since then, CSL has grown rapidly, employing nearly 100 local programming talent. CSL's success is founded on innovative solutions for common problems, performance and based management, and retaining employee potential. CSL's solutions enable complex data to be understood easily by business users in a highly graphical and easy-to-navigate environment. CSL is currently hiring entry-level database engineers and interns.

### Dealer.com (9, 12 & 108)

Burlington • [www.dealer.com](http://www.dealer.com)

Dealer.com is a technology company that has become the global leader in online marketing solutions for the automotive industry. Dealer.com provides complete, integrated online marketing solutions to clients across all parts of the industry, and supports its innovative technology with unparalleled customer service and training.

The company's superior technology combined with a holistic approach to service and support has established Dealer.com as the leader in its space. Recent national and international accolades include Ernst & Young Entrepreneur of the Year, 2010 Top Small Company Workplace Award by Inc. Magazine, Best Place to Work in Vermont, 2010 Greenest Award and the Ben & Jerry's Provider and Partner Award for Internet Training. In addition, Dealer.com received the 2009 Most Comprehensive Search Marketing Platform Award.

### Empower Mobility (57)

Essex • [www.empowermobility.com](http://www.empowermobility.com)

Empower Mobility LLC has been providing high-quality software development services and products for the mobile computing platform since 2007. Prior to January 2008, eM was better known as Jenack. Empower Mobility is particularly skilled at migrating paper-based systems to custom software solutions that run on Windows Mobile, Palm OS and new iPhone OS-based handheld computers. Our designs are elegant and efficient, integrating well-thought-out user interface with complex database and communication sources. The end result is a reliable, mobile solution that is connectable, powerful and easy to use without breaking the bank.

## Navigating Your Financial World

**F J G**  
FLEISCHER JACOBS GROUP

420 HINSDALE ROAD, PO BOX 2345  
DARTMOUTH, VERMONT 05847-2345  
802.845.3009 / 888.878.8833  
[www.fjgfinancial.com](http://www.fjgfinancial.com)

## Imagine IT @ Logic Supply

Discover opportunity! We're seeking individuals who thrive in a fast-paced, open, and innovative environment. Let your voice be heard. Come share your ideas, talent, and vision in the following areas:

- Software Development
- Technical Sales
- Product Management

learn more: [www.logicsupply.com/jobs](http://www.logicsupply.com/jobs)



"There is a definite career development creating opportunities for employees. I highly recommend Assembly Tech. Now I manage Fortune 500 companies as part of a growing technical sales team."

CALL: 802.860.0360  
E-MAIL: [careers@logicsupply.com](mailto:careers@logicsupply.com)  
[www.logicsupply.com](http://www.logicsupply.com)

**LOGIC**  
SUPPLY

"Securities and Investment Advisory Services offered through NFP Securities, Inc. (NFPS), a broker-dealer, Member of FINRA/SIPC, and a Fully-Registered Investment Advisor. Fleischer Jacobs Group is an affiliate of NFPS and is a subsidiary of Hartford Financial Partners Corp., the parent company of NFPS. Not all members of Fleischer Jacobs Group offer investment advisory services."



## Galen Healthcare Solutions (B3)

[galen.com](http://galen.com) • [www.pdnetinfo.com](http://www.pdnetinfo.com)

Galen Healthcare Solutions is a professional and technical services company with a specific focus on enabling clinicians of the health care community with the challenging, sometimes painful task of migrating to a predominantly paperless world. Galen has built this large IT and IT-enabled group of third-party integrator (SPI) professionals within its community. Along with size and experience, Galen brings like breadth and depth across implementation, project management and technical services. Galen is uniquely positioned to leverage its experience, its relationships and its expertise to empower its partners in their efforts to provide outstanding patient care through the use of technology.

## GE Healthcare (F14)

[gehealthcare.com](http://gehealthcare.com)

GE Healthcare provides manifold and all medical technologies that are shaping a new age of patient care. GE Healthcare offers a broad range of products and services that are improving productivity in health care, and enhancing patient care by enabling health care providers to better diagnose and treat cancer, heart disease,

neurological diseases and other conditions. Healthcare is the GE, GE Healthcare is a \$16 billion unit of General Electric Company (NYSE: GE). Worldwide, GE Healthcare employs more than 43,000 people committed to serving health care professionals and their patients in more than 100 countries. GE is an equal opportunity employer, offering a great work environment, challenging career opportunities, professional training and competitive compensation.

## Green Mountain Software (B3)

[greenmountain.com](http://greenmountain.com)

Green Mountain Software Corporation specializes in mobile computing — developing custom apps for iPhone, iPad and Android platforms. Founded in 1997, the Vermont-based company consistently delivers groundbreaking work for clients ranging from the Fortune 500 to innovative startups. Green Mountain Software has a passion for producing instantly great software. It is known for building the kind of solutions users can't put down. Its user interfaces are built in clear, accessible and navigable. Its applications are powerful and robust. And when it comes to innovation, the company's work speaks for itself. Green Mountain Software's in-house expertise is extensive. It has delivered successful

projects to industries ranging from energy conservation, health care, food safety and automation, to film and video, and sports timing and scoring. In its 13-year history, the company has gained substantial technical expertise at building mobile applications that are elegant, robust and widely useful.

## iSystems (F10)

[www.isystems.com](http://www.isystems.com)

iSystems is a software innovator serving financial services companies and independent payroll providers. Its Evolution Payroll HR is a robust, reliable and secure payroll and HR software solution. Evolution and its complementary products are used by more than 750,000 employers nationwide. iSystems distinguishes itself by maintaining the highest level of product and technical support, and providing ongoing training programs for its customers. It continues software development investments given customers the competitive edge in the employer services market.

All registered attendees have a chance to win an iPad from Dominion Tech Computer Services. Be sure to complete our email survey next week!

## MyWebGrocer (F3)

[www.mywebgrocer.com](http://www.mywebgrocer.com)

Founded in 1999, MyWebGrocer is the leading digital services provider for retail grocery, connecting retailers to their consumers through e-commerce and online tools. Retail partners include Foodshare, ShopRite, Lowes Food Stores, Big Y, Food Lion and 90 other leading grocery chains. MyWebGrocer also has the largest online grocery advertising network, placing ads with such as Kellogg's, Unilever, Nestle, P&G and 60 other leading brands. Located in Colchester, VT, MyWebGrocer employs more than 50 people with diverse backgrounds including database and development, customer service, web design, sales/marketing, graphic design and account management. MyWebGrocer is consistently ranked among the best and growing companies in Vermont and is proud of its energetic and dynamic team.

Continued on page 18

**WIN AN IPAD!**

**Dominion Tech**  
COMPUTER SERVICES



# VPR

VERMONT PUBLIC RADIO

News.  
Music.  
Other  
Smart Stuff.

BARBARA WATKINS HOST (JANE GARLAND)

**VPR.net**

highly evolved careers see us at booth F-7

**BRAND & THROPOLOGY**  
HEALTH AND WELL-BEING

# Exhibitors

- 1 M Most Likely Lobby  
2 B Best of Board Room  
3 A About a Film-Race Lobby

## SOFTWARE DEVELOPMENT

Continued from page 17

### Physician's Computer Company (PCC)

Winooski • [www.pcc.com](http://www.pcc.com)

When the American Academy of Pediatrics needs help writing out 50-state insurance rules around the country, they call Physician's Computer Company in Winooski. Since 1983, PCC has developed, delivered and supported practice-management software to pediatricians in an effort to "remove all the obstacles that keep them from practicing medicine," according to manager Chip Hart. PCC began when a local pediatric practice was told by its original computer company (a pre-IBM, IBM) that it couldn't be bothered to generate the dreaded "checkbox forms" that parents need for school every year. One of the founders of the practice suggested that he, his high school-aged son (now a lot about computers) and he was hired to find a system to replace IBM. John Carnegie's

after-school, pre-dad-com idea has become a 49-employee, \$5 million company right here in Vermont.

### PIEmatrix (PI2)

Putney • [www.pi2usa.com](http://www.pi2usa.com)

PIEmatrix is the world's first online project management software made for projects. It helps businesses reduce cost, stay out of trouble or increase revenues. The PIEmatrix platform, used by customers around the world, helps organizations leverage their best knowledge to ensure any initiative is executed correctly. The system is especially useful for complex projects and processes that must be successful. There are three maturity levels for business process implementation: an improvement, The First Level is Chase. In Chase state, the business has few efficiencies, may not know what's going on, and gets into trouble. The second is Order — everyone knows what to do, but may not know how to do it right. The third is Alive! At this state, everyone collaborates, knows both what to do and how to do it, and it's always improving in real time. There are many solutions that help companies

transition from Chase to Order. PIEmatrix is the only solution that helps organizations transition to Alive!

### Spring Above Marketing / RingMaster Software (RI)

Burlington • [www.ringmaster.com](http://www.ringmaster.com)

[www.ringmaster.com](http://www.ringmaster.com)

With over a decade of software experience, Spring Above Marketing is an online marketing company that understands business technology and the online world to make web presences flourish and bottom line thrive. This company offers full service website design, search engine optimization, search engine marketing such as pay-per-click advertising and web application development. Spring Above Marketing is the brain child of RingMaster Software. RingMaster Software produces software that helps maintain a large, well-known CRM system called GoSolo E-Business Suite (EBS). Many large to mid-sized companies, such as Starbucks, GE, Government of Quebec, Chase College, etc., run their businesses using this system. RingMaster Software started in 1996 and has over 100 Fortune

1000 customers. Both Spring Above Marketing and RingMaster Software are located at 94 South Union Street in Burlington, VT.

## SPORTS

### Burton Snowboards (B)

Burlington • [www.burton.com](http://www.burton.com)

In 1972, Jake Burton Carpenter founded Burton Snowboards out of his Vermont barn. Since then, Burton has fueled the growth of snowboarding worldwide through its groundbreaking product lines, its team of top snowboarders and its grassroots efforts to get the sport accepted at events. In 1986, Burton began growing its family of brands to include burton's and apparel brands. Privately held and owned by Jake, Burton's headquarters are in Burlington, VT, with offices in California, Austria, Japan and Australia.

NOW AT 5:00  
& 5:30 PM



MORE NEWS WHEN YOU NEED IT



SCAN ME TO WIN A PRIZE!

# SPIKE 3.0

TECHNOLOGY MAY NOT SOLVE EVERY PROBLEM, BUT GOOD THINKING OFTEN CAN.

MARKETING BRANDING ADVERTISING PUBLIC RELATIONS

SPIKE ADVERTISING  
Burlington • [www.spikeadvertising.com](http://www.spikeadvertising.com)  
802.251.1111



BE DIFFERENT OR DON'T BOTHER.

TELECOMMUNICATIONS  
INFRASTRUCTURE**Burlington Telecom (T 2)***Burlington • [www.burlingtontelecom.net](http://www.burlingtontelecom.net)*

Burlington Telecom operates a state-of-the-art fiber optic telecommunications network serving the business and residents of Burlington with high-quality voice, Internet and cable-television services. The company is unique in Vermont because it is city-owned, but a growing number of municipalities around the country are following its lead by creating similar local telecommunications networks.

**Summit Technologies (T 3)***Windsor • [www.summittechnologies.net](http://www.summittechnologies.net)*

Summit Technologies enables and engineers wireless mobility. Headquartered in Windsor, Vt., Summit is an industry-leading wireless solutions provider focused primarily on Wi-Fi and secure wireless guest access. Summit specializes in radio frequency (RF) engineering and provides site survey, design, deployment, monitoring and support of wireless local area networks, multi-point and point-to-point microwave links. Summit networks are utilized in health care, hospitality, MDUs, apartment complexes,

warehousing, corporations, corporate events, special event venues, airports and compounds. They support additional facility solutions including RFID and location-aware services, temperature and wetness sensing, video surveillance, mobile video and data. Summit uses its RF expertise to conduct the wireless industries' most accurate and comprehensive site surveys and spectrum analysis. It commonly faces penetrating wireless network failures in locations with challenging interference issues and design complexities. Summit services also include on-building cellular enhancement and RF site management. Summit's pioneering external customer partners include Chao, Aravis, Crespien, Redline and Alvarion.

**Tech Vault, Inc. (T 1)***South Burlington • [www.techvault.net](http://www.techvault.net)*

Tech Vault, Inc. brings a world class data center to the severity of Vermont. With an environmentally conscious design from the ground up, Tech Vault is leading the industry to new thresholds of energy efficiency and minimized carbon footprint. The facility is constructed with extensive perimeter walling. Office of Homeland Security wall contracts are specifications and details. Security features include digital video surveillance systems, blow-in a coast technology and electrically controlled individual

rack access. The Data Center floor integrates power, air flow cooling and humidification, rack space and environmental systems management to provide availability, stability and efficiency. Tech Vault is managed by Vermont IT services provider Tech Group Inc., with trained and certified technicians on site to act as remote hands or as on-site design, deployment and trouble-shooting personnel.

**TelJet Longhaul, LLC (T 13)***Windsor • [www.teljet.com](http://www.teljet.com)*

TelJet offers premium telecommunications services and custom solutions for Internet service, point-to-point circuits, and leasing of dark fiber. In addition, TelJet recently opened its state-of-the-art Data Center providing a secure, flexible, reliable and fully redundant facility for companies looking to house their mission critical equipment. Founded by Vermonters who care about the vitality of Vermont's business economy, TelJet's mission is to deliver fiber-optic-based telecommunications services and solutions, enabling Vermont's businesses and institutions to provide superior products and customer service, and better compete locally and internationally.

**VTel (T 14)***Springfield • [www.vtel.net](http://www.vtel.net)*

VTel is a family-owned telephone company that began serving rural Vermont in 1898. It operates a four state optical fiber network from Vermont to New York City, Boston and Montreal, with speeds of 10-gig to 100-gig, serving some of the most active and demanding data users in the Northeast. VTel is also one of the largest owners of FCC wireless licenses in Vermont, New Hampshire and upstate New York. In 2010, VTel received American Reinvestment and Recovery Act awards of \$82 million to help build America's first 9gig-to-fiber Internet network, to extend 4G/LTE wireless broadband to every corner of Vermont, and to extend our fiber to 200 community anchors in three states. VTel actively supports Vermont community groups, creates local jobs, drives hybrid vehicles, uses solar hydro and wind power, and is committed to improving quality of life for Vermont.

**TWEE T IT!****@vt3jam  
#vt3jam**

# Help build Vermont's technology workforce by hiring a summer intern!

You provide the internship opportunity.  
We get the word out to colleges and universities.  
You hire the right student for the job.

Vermont  
Technology  
Council

Contact us at  
[techcouncil@uvm.edu](mailto:techcouncil@uvm.edu),  
[www.vttechcouncil.org](http://www.vttechcouncil.org)



